VDA · telkonet

corporate presentation

vision

We enhance 'People' environments through the development of sustainable strategies that improve the relationship between People and the surrounding environment.

The VDA-Telkonet Group is **the largest global player** in the field of EMS and GRMS for the world Hospitality market. The Group defines the future of the sector by focusing on People as a valuable element of smart technologies and by offering the right balance between maximizing comfort and saving energy.

The Group is the global leader in IoT Hospitality technologies. As **the industry's leading solution provider**, the Group's experience in the service and support of its customers benefits them in all phases of their projects, f rom consulting to engineering, to delivery and ongoing support of the completed project.

With around 1 million rooms installed in 50 countries and **more than 60 years of experience** and two in-house R&D Teams of around 40 engineers with hardware

and software expertise, the Group demonstrates a deep knowledge of the markets in which it operates and is a **strategic partner** for the global Hospitality market.

The Group has obtained the **'ISO 9001' certification** as an international recognition for the quality of the products and services offered, adopting a management system compliant with UNI EN ISO 9001:2015 in order to improve and streamline its processes.

The adoption of **ethical behaviours** is a fundamental value for the Group, which regards regulatory compliance as a minimum standard from which to develop responsible behaviours. To this end, the Group has adopted the 'Code of Ethics' that guides its work and promotes a culture based on the principles of fairness, loyalty, and transparency.

presence

Map labels:
- VDA Telkonet AMERICAS
- VDA Telkonet UK & Ireland
- VDA Telkonet HQ
- VDA Telkonet MEIA
- VDA Telkonet APAC

ITALY

HOTELS: 2,500+
ROOMS: 190,000+
GUESTS: 19,800,000+

EUROPE

HOTELS: 250+
ROOMS: 30,800+
GUESTS: 6,200,000+

ASIA PACIFIC

HOTELS: 110+
ROOMS: 20,900+
GUESTS: 4,200,000+

AMERICA

HOTELS: 4,000+
ROOMS: 700,000+
GUESTS: 140,000,000+

MEA & AFRICA

HOTELS: 150+
ROOMS: 38,000+
GUESTS: 7,500,000+

Hospitality

3-5 star hotels strive to strike the right balance between energy savings and guest comfort. Sustainability is the most popular trend in the travel industry today.

Student Housing

Sustainability is so important that many institutions have sustainability directors; many universities now offer sustainability as an area of study. Saving energy and occupant comfort are also important.

MDU

MDUs are interested in saving energy and maintaining ultimate control of energy usage; sustainability is becoming a priority as building standards change and as tenants increasingly demand it.

Military Housing

Military housing properties are primarily interested in saving energy and maintaining ultimate control of energy usage. Sustainability is becoming a priority as building standards change.

Senior Living Facilities

Senior living facilities are most interested in saving energy but not at the expense of occupant comfort. Sustainability is becoming a priority as building standards change.

solution provider

Support throughout the process

Phase 1

Presales

Project Engineer

- Offer consulting services
- Seek to understand the client's vision
- Act as a trusted advisor, offering perspectives the client may not have considered
- Develop customized proposal, offer suggestions on the system and aesthetics

Phase 2

Installation

Project Manager

- Supervise and manage every phase of the installation project
- Support customer in setup and site commissioning
- Act as liaison between Project Engineer and stakeholders
- Provide detailed training and documentation upon project closing

Phase 3

Post-Closing

Tech Support

Silver, Gold and Platinum Support

- Direct email and/or phone support (a direct line to the Support Team is essentially a direct line to all of our experts)
- Active communication of open ticket status
- Perform ARMA replacement during warranty period

CLOUD SOLUTIONS

SaaS (Software-as-a-Service),
able to evolve with future technologies. One IoT advantage is its
ability to manage big data and analyze it to improve processes

ACCESSABILITY & MONITORING
By connecting to software
from a mobile or desktop device,
it is possible to access
the platform and manage all
the properties remotely, creating
different functional profiles.

DATA SECURITY
All the data collected
is transmitted to the software,
hosted by Amazon Web Services
through highly secure protocols
(TLS and HTTPS).

FLEXIBILITY & SCALABILITY
Extending the control to other
areas is simpler thanks to
a flexible software service, totally
configurable remotely through
the use of web-based tools.

SYSTEM UPDATES
The system guarantees 24-hour
functionality and maintenance,
automatic security
and vulnerability updates.

ENERGY EFFICIENCY
The system efficiency assists
with controlling both direct
and indirect costs for the hotelier.

PREDICTIVE MAINTENANCE
Predictive maintenance anticipates
and develops targeted interventions
in advance of problems.

VDA

guest
room
management
system

VDA

The VDA Group is an Italian multinational company with offices in Italy, the United Kingdom, Ireland, the United Arab Emirates, and Thailand and specializes in the development and implementation of **Hotel Room Automation and Interactive Television systems**.

With **more than 250,000 rooms installed and 3,000 of the world's most prestigious facilities**, VDA operates in more than 30 countries and is the technology partner of many internationally renowned brands and chains that have made the 'guest experience' their strong point, such as Accor, Hilton, Kempinski, Hyatt, Four Seasons, Intercontinental Hotels, Marriott, Rocco Forte, and Park Plaza.

ETHEOS

ETHEOS

Etheos is the fifth generation of VDA's platform. Its cloud-based infrastructure simplifies accessibility, monitoring, and updating process of the Guest Room Management System (GRMS) allowing the supervision of the system from any device connected to the network.

Etheos encompasses a wide range of functions that enable full control of the property and ensures efficiency and optimization with a direct impact on the Hotel's costs.

VDA

ETHEOS
ROOM MANAGEMENT SYSTEM
CLOUD-BASED
ARCHITECTURE

DATA CENTER

MANAGEMENT
AND
INTEGRATION
LEVEL

MANAGEMENT
AND
CONTROL
EQUIPMENT

CONTROL AND DISPLAY DEVICES

ACCESS
CONTROL
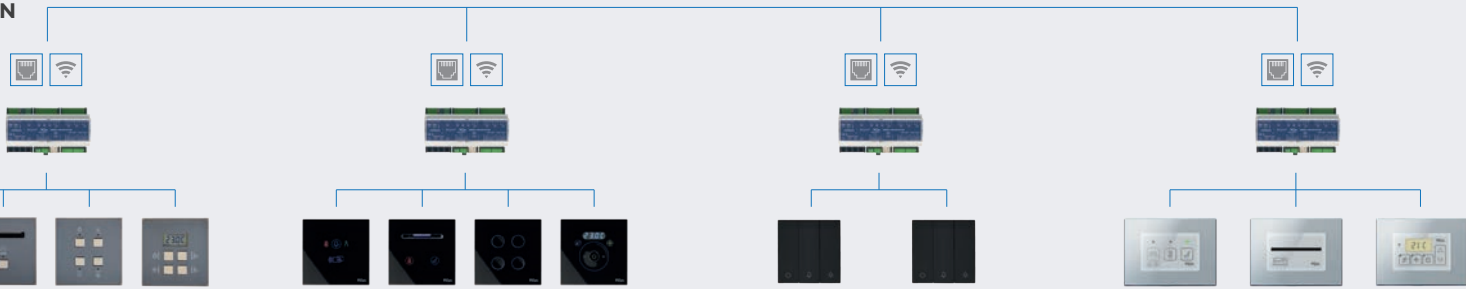
BMS

PMS

WORKFLOWS
SYSTEM

HVAC
SYSTEM

VOICE
CONTROL

AUTOMATION
LEVEL

AXIA
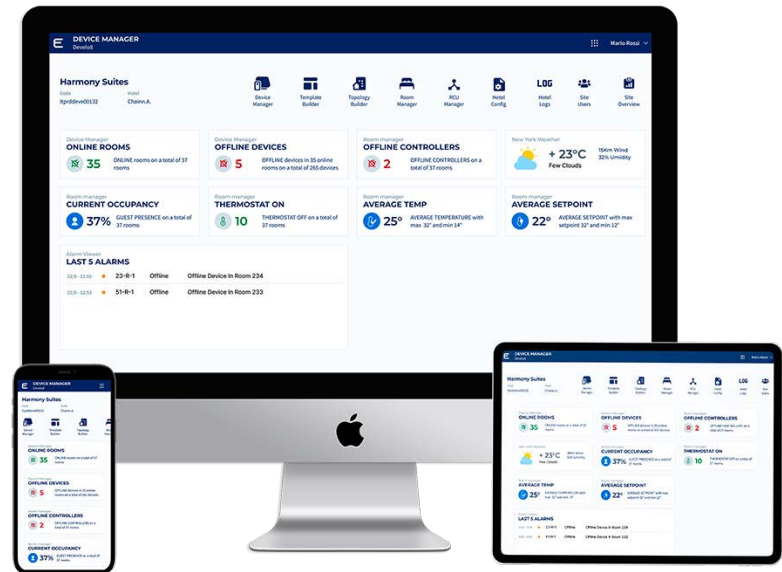
VITRUM

SWING

CLASSIC

FIELD
LEVEL

H/C

SOS

SOFTWARE CAPABILITIES

- Room function monitoring and reporting (DND, MUR calls, alarms)
- VDA access control management (RFID, PIN code and mobile key)
- Third-party party integration (PMS, HVAC systems, BMS, door locks)
- Alarms
- Setup and configuration tools

WEB BASED USER INTERFACE

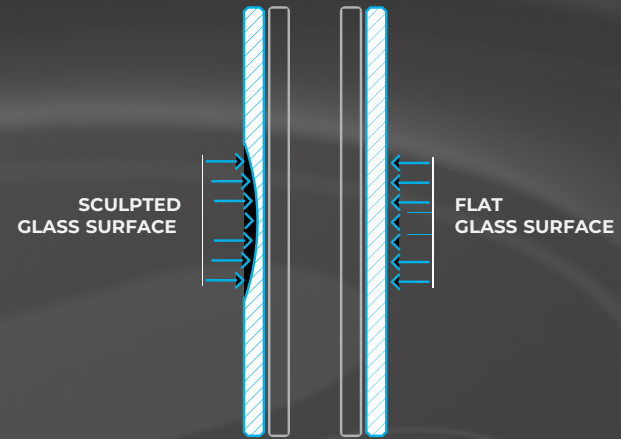- Cloud-based software, available from any PC or mobile device
- OTA updates

VDA collections

VDA

VITRUM

Vitrum is one of the smart device collections compatible with the Micromaster and Etheos systems.
It's built according to the specification required from both the European and British standards, permitting the guest to interact with an automated system through a functional and ergonomic object, as well as aesthetically pleasing.

Following the original collection, Vitrum has evolved in many directions, offering the possibility for high levels of customisation.
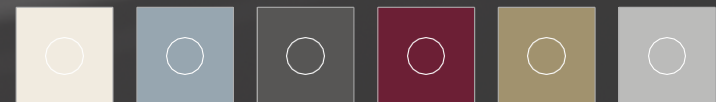
SCULPTED GLASS SURFACE

FLAT GLASS SURFACE

CUSTOMISED LOGO

STANDARD COLOURS

COLOURS PALETTE

VDA

British Standard

CARD READER

CARD HOLDER

**SMART SWITCH
1 BUTTON**

**SMART SWITCH
2 BUTTONS**

**SMART SWITCH
4 BUTTONS**

**CHROMOTERAPY
DEVICE**

306

**RFID 13.56MHZ
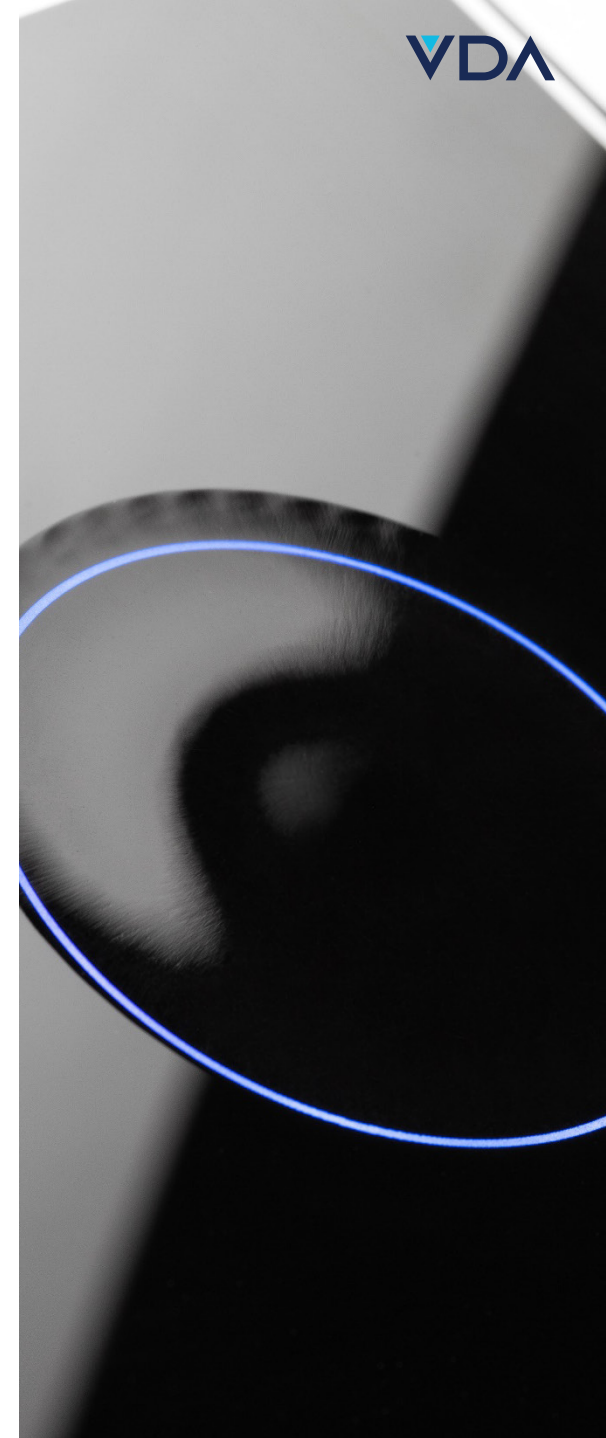READER + ROOM NUM.**

THERMOSTAT

**THERMOSTAT
WITH PIR**

**THERMOSTAT + SMART SWITCH
4 BUTTONS (COMBINED)**

**SMART SWITCH 4 BUTTONS
+ SOCKETS (COMBINED)**

VDA

US Standard

SMART SWITCH
1 BUTTON

SMART SWITCH
2 BUTTON

SMART SWITCH
3 BUTTON

SMART SWITCH
4 BUTTONS
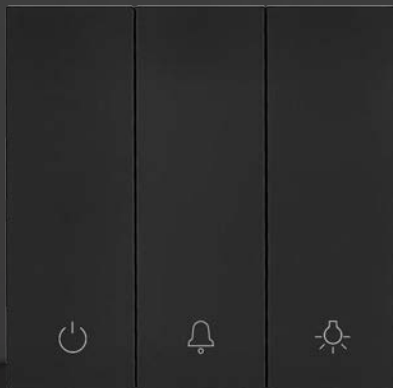
SMART SWITCH
6 BUTTONS

CHROMOTERAPY
DEVICE

THERMOSTAT

RFID 13.56MHZ
READER + ROOM NUM.

17

VDA

SWING

Swing is the first series of rocker switches from the VDA Group that completes and expands the catalog of smart devices designed for the Hotel room.

The new series is available in black color, and offers the possibility of customizing the icons with the proposals available in the catalog. The icons feature extremely clear and legible laser machining, which are backlit in RGBW, and can be associated with specific colors depending on the functionality or mode chosen (e.g., for 'Night Light', 'Do Not Disturb' or 'Make-up Room' modes).

Easy installation, high customization, and low cost make Swing the ideal collection for the middle-scale segment Hotels.

The list of devices in the Swing collection –
combined by obtaining dual plates – consists of:

Outdoor Reader
Out-of-door RFID key reader, which can also
be configured as a simple room status indicator
for Hotels that already have access control installed.

Outdoor Backlight
Decorative element that can be associated with
the access reader with the function of backlighting
the room number, the area of the facility, or simply
the Hotel logo.

Thermostat
The Swing thermostat is the central element
of the room and integrates with the occupancy
sensor, preventing energy wastage when the guest
leaves the room and forgets an RFID key in
the internal card holder.
The thermostat interface reports essential controls
and ensures optimal guest usage.

Smart Switch
Configurable smart switch from one to six buttons
for managing lights, curtains, 'Privacy' mode,
'Make-up Room' mode, etc.

OUTDOOR READER

OUTDOOR BACKLIGHT

THERMOSTAT

SMART SWITCH

19

energy
management
system

telkonet

Telkonet, headquartered in Waukesha, Wisconsin, is an IoT innovator focused on **intelligent automation** and **Energy Management** through the use of individualized climate controls that enable guests to intelligently control energy usage in accordance with their preferences while reducing energy consumption and improving facility management capabilities.

Telkonet was founded in 1999 and has successfully deployed **over 700,000 intelligent climate control devices** across more than 4,000 properties.
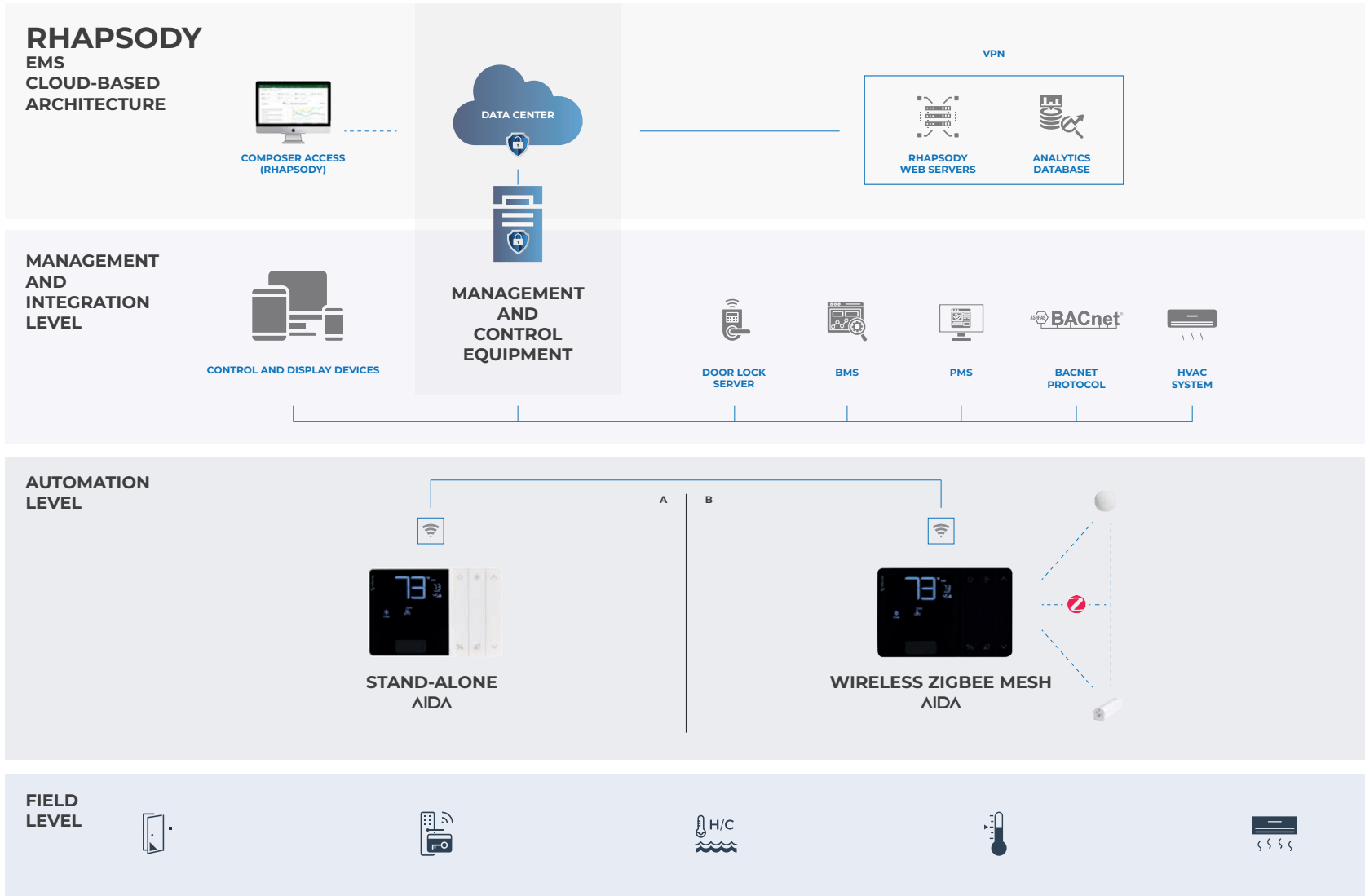
RHAPSODY

RHAPSODY
Rhapsody is Telkonet's second generation automation platform.
Its innovative open-system technology enables it to integrate
with the communication protocols your property already uses:
Wi-Fi, Bluetooth, and Zigbee. System setup and network installation
are quick and easy.
And because it's Wi-Fi capable, it saves time, effort, and expense
by using existing Wi-Fi access points.
No other technology in the industry is capable of utilizing two different
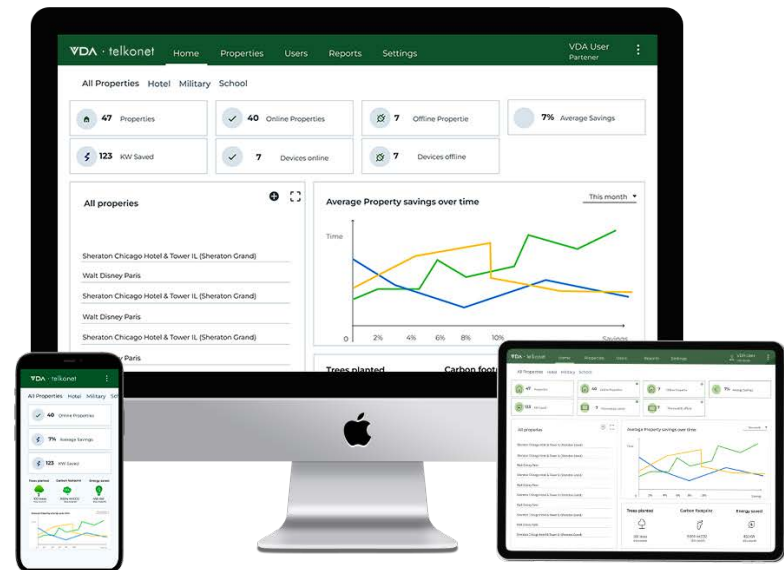Wi-Fi platforms: one for the resident, and a backup Wi-Fi for the property.

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telkonet

RHAPSODY

**EMS
CLOUD-BASED
ARCHITECTURE**

VPN

DATA CENTER

COMPOSER ACCESS
(RHAPSODY)

RHAPSODY
WEB SERVERS

ANALYTICS
DATABASE

**MANAGEMENT
AND
INTEGRATION
LEVEL**

CONTROL AND DISPLAY DEVICES

**MANAGEMENT
AND
CONTROL
EQUIPMENT**

DOOR LOCK
SERVER

BMS

PMS

BACnet

BACNET
PROTOCOL

HVAC
SYSTEM

**AUTOMATION
LEVEL**

A   B

STAND-ALONE
ΛIDΛ

WIRELESS ZIGBEE MESH
ΛIDΛ

**FIELD
LEVEL**

H/C

23

WEB BASED USER INTERFACE

Telkonet's flexible Rhapsody offering provides several different methods of access.

From physical interface with in-room devices to mobile applications, cloud-based software and publicly available API's, customers are able to choose the most convenient method of controlling their valuable environments.

SOFTWARE CAPABILITIES

- Real-time information access
- Extensive reporting capabilities
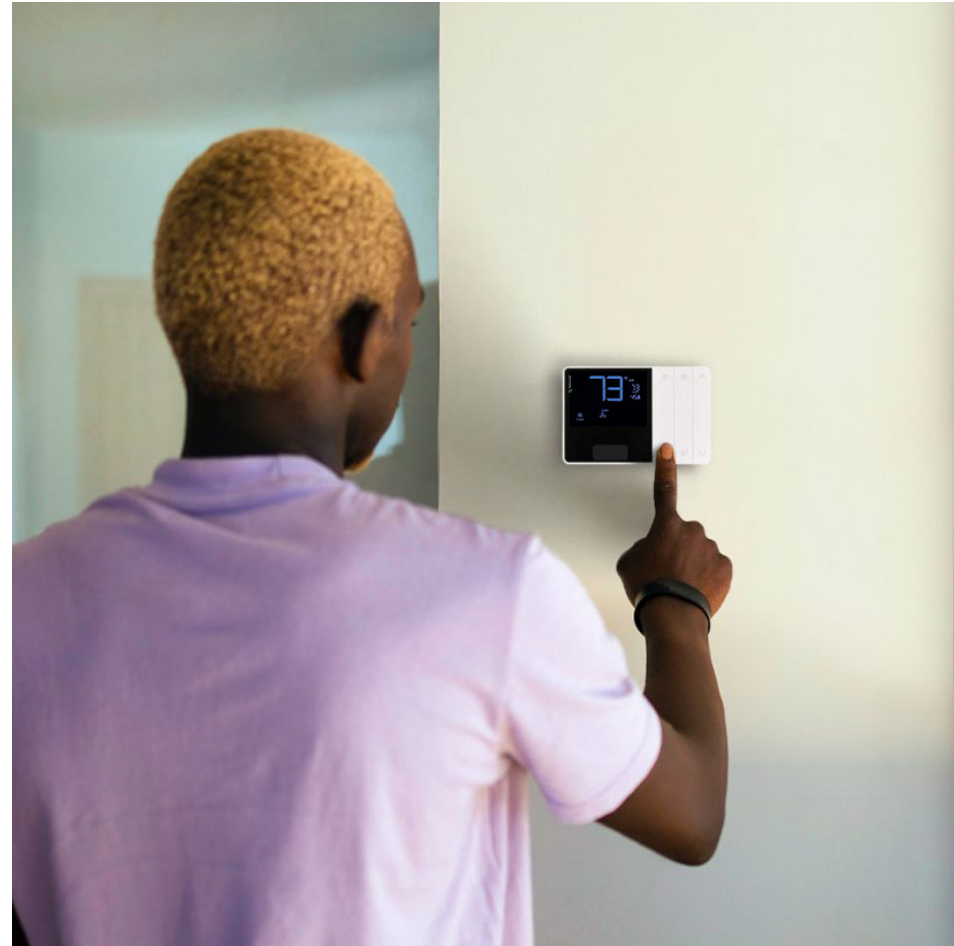- Substantial ROI through platform maintenance
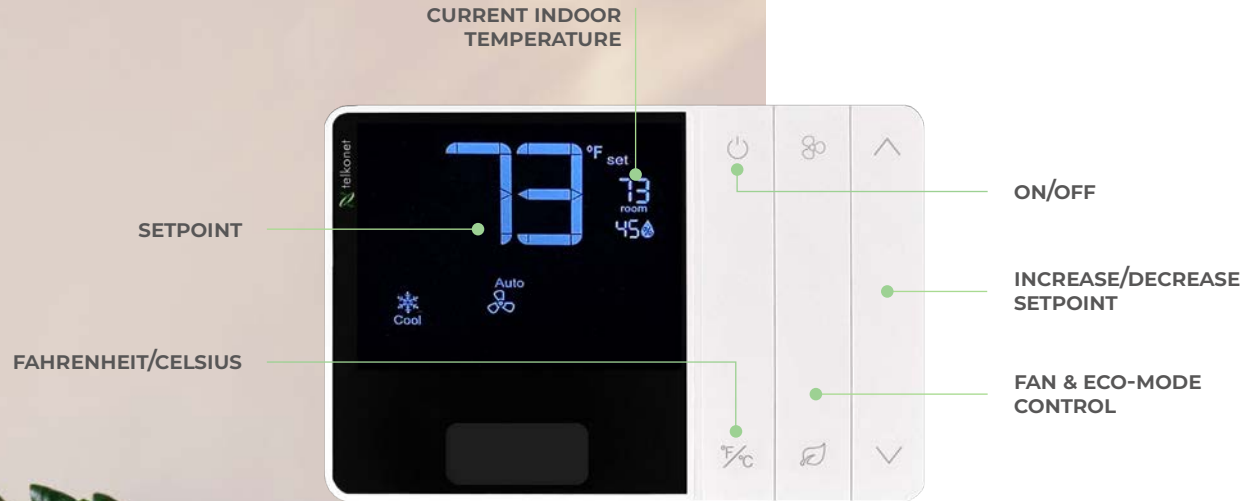- Convenient reporting capabilities

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thermostats

telkonet

AIDA

The next generation of Telkonet smart thermostats, Aida is an HVAC controller and user interface in one device.

It features a user-friendly interface that all occupants can easily interact with.

WiFi   Z   *

telkonet

CURRENT INDOOR TEMPERATURE

SETPOINT

FAHRENHEIT/CELSIUS

ON/OFF

INCREASE/DECREASE SETPOINT

FAN & ECO-MODE CONTROL

Aida is designed for energy efficiency at hotels, university housing, military housing, senior living, and multifamily facilities; essentially, all properties that already have a robust Wi-Fi infrastructure.

In a hospitality setting, Aida offers an intuitive design with easy to use controls, customized button options, and PIR and light sensors to best detect guest occupancy while saving energy.

In other settings, property owners can control thermostats and the energy use in the building, while also giving their tenants the ability to control their thermostats through their own Wi-Fi via their mobile devices.

Telkonet's Aida features the three most common wireless communication protocols, Wi-Fi, Bluetooth, and Zigbee, all in one device.

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TOUCH COMBO

The cutting-edge smart thermostat, Telkonet's Touch Combo features the three most common wireless communication protocols, Wi-Fi, Bluetooth, and Zigbee, all in one device.

In a hospitality setting, Touch Combo offers a high end designwith easy to use controls, haptic feedback, and PIR and light sensors to best detect guest occupancy while saving energy. Optionally, customize the face plate with your brand logo.

Building owners can control thermostats and the energy use in the building, while at the same time giving their tenants the ability to control their thermostats with their own Wi-Fi via their mobile devices. No other platform today is capable of offering this.

Touch Combo is designed for energy efficiency at hotels, university housing, senior living, and multi-family facilities. Essentially all managed housing that have already invested in robust Wi-Fi infrastructure.

case study

HOTEL
ME DUBAI OPUS
COUNTRY
DUBAI, UAE
ROOMS
93
SYSTEM
GRMS
BUSINESS DRIVER
GUEST EXPERIENCE

HOTEL
HABITA79 MGALLERY HOTEL COL-
LECTION
COUNTRY
POMPEII, ITALY
ROOMS
79
SYSTEM
GRMS & IPTV
BUSINESS DRIVER
GUEST EXPERIENCE

HOTEL
GALT HOUSE HOTEL
COUNTRY
LOUISVILLE, USA
ROOMS
1,290
SYSTEM
EMS
BUSINESS DRIVER
ENERGY CONSERVATION

HOTEL
NEW YORK UNIVERSITY
COUNTRY
NYC, USA
SYSTEM
EMS
BUSINESS DRIVER
ENERGY CONSERVATION

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